

**Fairfax High School Athletic Boosters
December 12, 2022
Meeting Minutes**

Location: In Person at the Field House Room H106

Attendees - Board Members:

Name	Position	Email	
Nancy Melnick	Director Student Activities	namelnick@fcps.edu	Attended
Mike Breslin	President	breslin511@verizon.net	Attended
Marcia Hortik-Sheehan	Vice President	fhsbeasponsor@gmail.com	Attended
Jake Heinz	Secretary	jake@soysterheinz.com	Attended
Steve Stombres	Treasurer	fhsboosterstreasurer@yahoo.com	Attended
Beth Intermill	Concessions	eainp66@verizon.net	Absent
Mary Breslin	Membership	breslin511@verizon.net	Attended
Stacy Rath	Spirit Wear	Houseofrath@verizon.net	Attended
Marcia Hortik-Sheehan Monica Borga	Sponsorship	fhsbeasponsor@gmail.com monicaborga71@gmail.com	Attended Attended

Attendees - Other:

Name	Team	Email
Miranda Adams	Golf	
Anne Clark	Softball	

1. Call to Order, Concessions & Budget

Call to Order

- Meeting was held in person in room H106. Mike Breslin opened the meeting at 6:30

Approval of Minutes from Previous Meeting

- Reviewed and approved minutes from the November Meeting.

Budget Report/Financial Status - Steve

- Statement of Activity Detail
 - Total Revenue in November \$16,107.81
 - Total Expense \$10,126.25
 - Net Revenue - \$5,981.56

- Unusual Transactions
 - Tennis Camp \$861.44
 - Tax Rtn Prep -\$99.90
 - Wrestling Software -\$599.00
- YTD Budget vs. Actuals
 - Operating Budget \$90k
 - Operating Expense Budget \$89k
 - We have grossed \$93,526.08 so far
 - Total expenses is \$59,557.93
 - Projecting a net operating revenue of \$33,968.15
- Additional Treasurer Items
 - \$2500 Donation came in for infield and potentially a sound system for the baseball area
- Marcia requested a separate iPad for spirit wear. She has a square device to use with this new iPad. Motioned and approved purchase of 4th iPad for spirit wear use.

Coaches Corner / DSA Report – Nancy Melnick

- Nothing big on the horizon, not much in the wintertime
- Believe we have a girls' Basketball mom who will do concessions
- We have all the coaches for the spring including boys' and girls' soccer coaches
- We are not doing the holiday basketball tournament this winter. Coach left.
- Could pick a night and sell spirit gear at a basketball game.

2. Old Business

- None

3. New Business

- Working on a date for the golf tournament, targeting May
 - We have phone calls in to multiple clubs looking for availability
 - Quote from Army/Navy is very high (\$33k)
 - Steve will follow up with Army/Navy – Looking for a more competitive quote
 - We have used Piedmont in Haymarket in the past

4. Committee Reports

- Concessions
 - Need to emphasize that this concessions money is for all sports not just football so all the teams are aware.
 - Suggestion was made to potentially investigate a pretzel machine for next year since the hotdog machine worked out so well
 - We might also look into heated/insulated bags to keep food warm.
- Spirit Wear
 - Football really helped, and we have been selling a lot of inventory
 - The only issue is people ordering online and not picking up their spirit wear. Then sometimes they are disputing. Would like to see if we can make a cell number a

required field in PayPal and potentially require people to acknowledge that orders need to be picked up at the athletic office. Marcia said she believed we could capture cell numbers in PayPal so that Stacy can txt people when their orders are ready.

- Entrepreneurship 2 class is selling spirit wear that is in Fairfax colors which more directly conflicts with the Athletic Boosters spirit wear.
- Sponsorships
 - Now getting some requests for longer term sponsorships (all the way through 2024). There was a question about whether we need to account for these differently. Will be a maximum of 2-3.
 - Will potentially up the price of a sponsorship next year to net out the cost of the signage now that we have established a baseline cost

5. Wrap-Up/Adjourn

- Next meeting is set for Monday January 9th @ 6:30,
- Mike Breslin called the meeting to a close.